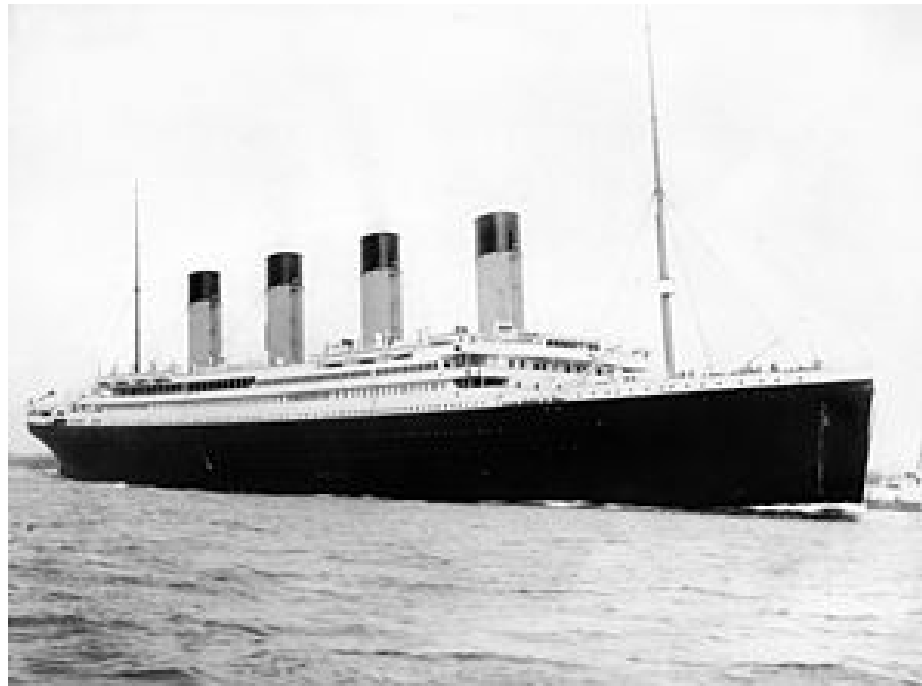


## **A risky business.....?**

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## So what is on your risk map?



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## The current climate

- > Welfare Reform
- > HARA`s
- > Funding
- > Fuel poverty
- > Worklessness
- > Pensions

## The current issues

- > Good governance
- > Rural housing
- > Value for Money
- > IFRS and SORP
- > Shared Services
- > To pay or not to pay?

## Welfare Reform

- > The role of the Board
- > The role of the Executive
- > What is our strategy to be?
- > Have we built in adequate provision?
- > Stay nimble
- > Use it as an opportunity?

## Value for Money

- > A strategy or a policy?
- > Outcomes!
- > Do we “sweat” our buying power enough?
- > Can we create new enterprises?
- > A wider public sector approach?
- > Public Services (Social Value) Act

## Good governance

- > Is our Board strong enough?
- > Challenging
- > Appropriate engagement with paid colleagues
- > HARA`s
- > Code of Governance
- > Appraisal and Succession

## To pay or not to pay?

- > Increased responsibility
- > Attracting a broader range of skills
- > More business-like?
- > More able to engage in the wider community?
- > Succession
- > Appraisal



## ....but there are opportunities too!

- > Unlimited demand
- > Excellent “brand”
- > Reputation
- > Principle players in the locality
- > Already engage with customers
- > Community

## Where are the opportunities?

- > Trading for profit
- > Local enterprise
- > Shared Services
- > In sourcing

## Trading for profit

- > A new enterprise
- > Business plan
- > Customers have the means and the desire to purchase
- > Governance issues
- > People stuff – TUPE – pensions etc
- > Professional advice!

## Local enterprise

- > Small local ventures
- > Low entry cost – low risk
- > Mentors?
- > Vat?
- > Our contractor?
- > Our tenants and/or service users

## Shared Services

- > Not for profit
- > New Co
- > Exempt services
- > Directly necessary
- > Vat free services
- > Does not distort competition

## In sourcing

- > Vat and profit element
- > TUPE – pensions
- > Better outputs
- > Better outcomes
- > Greater security
- > Repairs and maintenance – grounds maintenance

## .....remember

- > Values led social business
- > Based at the heart of your community
- > In many cases the lead local business
- > Facing endless challenge
- > Remember why you are here
- > You are for the most part charitable
- > You have an obligation to do more!

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## ....and make sure

- > You don't expose social housing assets
- > You know the market you are entering
- > Your Board has the ability to supervise/lead
- > Work to a business plan
- > Be clear where you want to go
- > Measure outcomes!



## ....or as the sports manufacturer would say

- > Just do it!
- > .....but do it carefully!

## Questions and contact?

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